

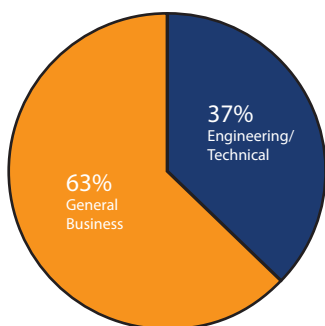
Welcome to the first edition of RIDOT Supportive Services quarterly newsletter. Created to support the Disadvantaged Business Enterprise (DBE) Community, it's full of information and helpful tips on working with the Rhode Island Department of Transportation (RIDOT) and growing your business. Our next newsletter will be issued in June but in between be on the lookout for monthly email updates from us.

Mission 360° Gets Underway

The Mission 360° initiative kicked off on January 30, 2007 at the offices of PLEXUS Corporation in Providence. Over 60 people from 38 organizations including DBEs, Primes and RIDOT gathered to learn and provide feedback on the mission, vision and goals for the initiative.

Gauging by the results of a survey taken at the kick-off meeting interest in this mission is very high. One hundred percent of survey respondents indicated an interest in participating in Mission 360° and over 96% wanted to receive a quarterly newsletter. As shown below, most (63%) were interested in general business assistance and 37% were interested in engineering/technical help.

Areas of Interest



... And The Survey Says

The top three topics of interest within the general business category were:

1. Doing Business with RIDOT (RFP & Bidding Responses)
2. Marketing/Business Development (Website Development, Managing Relationships)
3. Financial Management/Issue Resolution

Respondents most interested in engineering/technical assistance cited the following as the top three areas of interest:

1. Action Plan
2. Estimates & Bids
3. Language & Scope (Specification)

In this Issue:

Mission 360° Gets Underway -	1-2
One Stop Resource	3
Contractor/DBE Updates	3
How to Bid	3
Real Stories	3
Bidding Details	4-6
Questions & Answers	7



What is Mission 360°?

Mission 360° was formed to increase and enhance participation of DBEs in Rhode Island Department of Transportation (RIDOT) projects. The team will provide a wide range of assistance to help DBEs secure more state transportation contracts, as well as grow their business overall. We'll provide technical and business development services, and will generate better awareness of the DBEs within the transportation community.

Operation Objectives

- Increase participation by underutilized DBEs in transportation related work.
- Enhance performance of DBEs currently under RIDOT contracts.
- Increase DBE participation and improve performance through business development and greater access to resources.

What Can You Expect from Mission 360°?

If you need immediate help, feel free to contact the team at info@mission360.us. We'll be in touch with all of you over the next few months. Based on the information gathered through these interviews the team will develop a plan of action to enhance the overall process. Through a combination of workshops, training, websites and newsletters a range of topics will be covered including construction, marketing and computerized accounting.

Our Vision: *To be the most intuitive, efficient government DBE support program in the nation.*

Meet the Team

The highly qualified Mission 360° team has a keen understanding of what is required to work with RIDOT as a DBE. The team is comprised of members from RIDOT, PLEXUS Corporation, North Star Marketing, Inc. and Vanasse Hangen Brustlin, Inc.

RIDOT

The agency charged with designing and maintaining a safe, efficient, environmentally, aesthetically and culturally sensitive intermodal transportation network.

PLEXUS

A Providence-based consulting firm focused on the transportation industry. It leverages organizational knowledge with the engineering, procurement and construction fields as well as extensive systems design and communications experience.

North Star Marketing, Inc.

A marketing and public relations firm and DBE located in North Kingstown, RI. Using a team approach, North Star provides cost effective and creative strategies to help businesses grow.

Vanasse Hangen Brustlin, Inc.

An engineering and consulting company providing multidisciplinary planning, design, engineering and consulting for some of the nation's most complex infrastructure and development initiatives.



ONE STOP RESOURCE:

Check the resources listed in this section frequently for help on a variety of topics such as how to bid on RIDOT jobs, available resources and information on workshops and training sessions.

How to Bid on a RIDOT Contract:

<http://www.dot.state.ri.us/contracting/bids.ppt>

Bidding Opportunities:

<http://www.dot.state.ri.us/contracting/bids/>

Upcoming Construction Contracts:

<http://www.dot.state.ri.us/contracting> and click on

Upcoming Construction Contracts in the left navigation bar.

Resources Available to Contractors and DBEs:

<http://www.purchasing.ri.gov/>

Information on upcoming workshops and training will be listed in the next edition of Mission 360° Briefing.

Contractor/DBE Updates

This section will highlight news about contractors and DBEs. Learn about new DBEs, which businesses are growing, meet contractors, and more. Be sure to check it out in the next edition.

How to Bid

In upcoming editions, this section will provide helpful tips about putting together a winning bid.

Real Stories

This section will focus on existing DBEs who are on the right track. Learn how they did it and what to watch out for.

Mission 360° can help you with:

General Business

Resource Management/Staffing

Doing Business with RIDOT

RFP & Bidding Responses

Marketing and Business Development, Including Website Development and Managing Relationships

Financial Management/Bookkeeping

DBE Certification

Engineering/Technical

Language and Scope/Specifications

Cost Controls

Action Plan

Scheduling

Documentation

Pre-Construction Checklist

Estimates and Bids

Workshops & Training

Basic Business

Marketing

Construction

Financial Management

Engineering Management

Scheduling

Computerized Accounting

Doing Business with RIDOT

Bidding Details

Every quarter this section will summarize bidding opportunities and highlight resources on an ongoing basis. At any time visit the websites listed in the One Stop Resource section within this newsletter to stay up to date on current opportunities.

Apparent Low Bidders

This section will highlight the low bidders for active bids. This will allow DBEs to preview which Primes are about to be awarded work. Recently there were two active bids opened on 3/9/07 and 3/16/07 (the relocation of Rt 403- Phase 1 Landscape Improvements and STC Signal Installation- Tiverton). **To see bid details visit www.dot.state.ri.us/contracting and click Bid Tabulation in the left navigation bar.**

Primes Seeking DBEs

Companies seeking bid quotations from DBEs will be identified. This section will give you the information you need to form relationships with Primes. A brief overview of the type of work and contact information will be included. If you are a Prime and are seeking DBEs to work with, please contact the Mission 360° team at info@mission360.us.

Current Bidding Opportunities

In upcoming newsletters this section will list current bidding opportunities with their corresponding details.

To keep up to date, visit www.dot.state.ri.us/contracting/bids.

Potential Upcoming Construction Contracts

Potential projects listed are dependent upon availability of federal funding.

Project Name	Limits	City	Engineer's Estimate
STC Traffic Signal Installations (Cranston)	Scituate Avenue and Pippin Orchard, Phenix and Natick, Natick and Route 37	Cranston	\$140,000.00
Safety Improvements to High Hazard Intersections in Cranston and Providence		Cranston, Providence, Tiverton	\$125,000.00
Relocated Route 403, Phase 1 Landscape Improvements - Contract 2	West Davisville Interchange to Roger Williams Way	North Kingstown	\$1,300,000.00
Sakonnet River Bridge #250 - Shearman Demolition		Tiverton	\$600,000.00
On-Call Service Contract for Traffic Monitoring Stations (Statewide)	STATEWIDE		\$100,000.00
Reconstruction of Hartford - Advance Utilities (C-1)	From I-295 to Atwood Avenue	Johnston	\$425,000.00
Coventry Greenway Bikepath - East (WSB Facility C-5)	Whitford Street to Station Street	Coventry	\$1,400,000.00
Rt. 146/Rt. 116 Landscape Project	N.E. Quadrant Ramp Br. #127621	Lincoln	\$518,000.00
Block Island Sidewalks and Bridgegate Square Intersection	Various Roadways		\$2,200,000.00
Improvements to Warwick Neck Ave.	From West Shore Road (Rt. 117) to Warwick Light	Warwick	\$1,700,000.00
Stormwater Retrofit Demo Project - Site W-6		Johnston, Providence	\$1,020,000.00
High Hazard Intersections (East Bay) Wampanoag Trail Short Term Safety Improvements	I-195 to Massasoit Avenue	Barrington, East Providence	\$2,100,000.00

Project Name	Limits	City	Engineer's Estimate
Wanskuck & Hawkins Street Bridges, 428 & 429 - Repairs	Mainly Pier Replacement/Repair Anticipated	Providence	\$3,400,000.00
Blackstone River Bicycle Facility (Segment 7C)	Woonsocket Recreation Complex to Davison Street	Woonsocket	\$1,300,000.00
2007 Statewide Pavement Striping - Limited Access	Statewide	Barrington, Cranston, Cumberland, East Greenwich, East Providence, Jamestown, Johnston, Lincoln, Newport, North Kingstown, North Providence, North Smithfield, Pawtucket, Providence, Smithfield, Warwick, West Warwick	\$1,450,000.00
2007-2008 Statewide Pavement Striping - North	Statewide	Burrillville, Central Falls, Cumberland, Glocester, Lincoln, North Providence, North Smithfield, Pawtucket, Smithfield, Woonsocket	\$2,750,000.00
Signal Optimization 2007	Statewide		\$1,500,000.00
2007 Crack Sealing North & East	Northern and Eastern Regions	Statewide	\$250,000.00
2007 Rubberized Asphalt Chip Sealing	Statewide	Statewide	\$1,000,000.00
2007 Crack Sealing South & Central	Southern and Central Regions		\$250,000.00
2007-2008 Statewide Pavement Striping - East Bay	Statewide	Barrington, Bristol, East Providence, Little Compton, Middletown, Newport, Portsmouth, Providence, Tiverton, Warren	\$1,680,000.00
Hartford Ave. Drainage	Hartford Ave. to Pocasset River	Johnston	\$1,568,000.00
Statewide Resurfacing of Route 246, Lincoln	Breakneck Hill Road to Route 146	Lincoln	\$650,000.00
1-R Resurfacing of Ocean, Shore and Post Roads	Ocean Road - South Pier Road to Old Ocean Road. Post Road - Tuckertown Rd to Route 1. Shore Road (1A) - Ocean View Hwy to Post Road , Westerly	Narragansett, South Kingstown, Westerly	\$2,700,000.00
Rehabilitation of Main St. Bridge No. 446 & Great Rd. Bridge No. 447	Main Street No. 446 limits include the bridge and approaches from Station 8+45 to Station 12+15. Great Rd. No. 447 limits include the bridge and approaches from Station 148+25.60 to 144+32.33. The work beneath the structures on Rt. 146 include Station 661+00 to 679+00	North Smithfield	\$7,800,000.00
Relocation & Renovations to Kingston Station Interlocking Tower	Kingston Railroad Station, South Kingstown	South Kingstown	\$132,515.00
Statewide Resurfacing - Route 138 and Hopkins Hollow Rd.	Rte 112 to Beaver River Road and Pole 17 @ Roaring Brook to Pole 1 at Sand Hill Rd		\$1,000,000.00
Warwick Intermodel Station (Baylis O&M Remediation System)	Jefferson Blvd to Fresno Road		\$289,400.00
Route 146 Safety Improvement	Rte 146 to MA S/L	North Smithfield	\$1,500,000.00
Old Plainfield Pike	Scituate T/L to Route 102	Foster	\$600,000.00
2007 Paver Placed Elastomeric Surface Treatment	Statewide		\$1,200,000.00
Peacedale Stone Arch - Interim Repairs	Bridge Only	Wakefield	\$300,000.00
Station Park - Interim Landscape Project	Parcel of Land Adjacent to Amtrak Station and State House	Providence	\$300,000.00
Salt Storage Facility C-3 [Belleville]	Tower Hill Road	North Kingstown	\$1,500,000.00

Project Name	Limits	City	Engineer's Estimate
Conant St. RR Br. #915	50' +- Either Side	Pawtucket	\$4,000,000.00
Salt Storage Facility C-4 [East Providence]	Warren Avenue (Rt. 6)	East Providence	\$3,400,000.00
1R/Arterial Improvements to Elmwood Avenue (C-1)	Elmwood Avenue from Park Avenue to the Harbor Junction Bridge No. 131	Providence	\$3,400,000.00
Salt Storage Facility C-5 [Smithfield]	Between I-295, Route 116 and Army National Guard	Smithfield	\$3,200,000.00
I-195 Relocation - Contract 10 & Contract 11	Washington Bridge to Wickenden St. (C-10); Broad St. to Eddy St. (C-11)	Providence	\$65,000,000.00
Statewide Drainage Improvements XIV	188 Douglas Pike, North Smithfield; Pippin Orchard Rd. - Cranston; UP #13 Winsor Avenue - Johnston; 167 Winsor Avenue - Johnston; 621 Rockland Road - Scituate; Rte. 102 @ Lang Drive - North Kingstown; Mechanic St. - Hopkinton		\$500,000.00
Phase III Imp. to Jamestown-Verrazzano Br. #800			\$3,500,000.00
East Bay Bike Path Resurfacing, Bridge 793 Repair and Striping	3 Sections in Warren for Resurfacing and Root Pruning	East Providence, Warren	\$415,000.00
Improvements to Route 44 - Contract 3D (Detention Basin)	Route 44 and Tourtelotte Hill Road Intersection in Chepache	Glocester	\$600,000.00
Proposed Improvements to Chestnut Street	From Metacom Avenue to Hope Street	Bristol	\$948,519.00
Apponaug Circulator - Building Demo Contract 1	Greenwich Avenue and Centerville Road		\$800,000.00
Ten Mile River - Segment 7A	Slater Park to Daggett Ave. athletic fields Segment 7A. Length of path is 4500 feet.	East Providence, Pawtucket	\$1,040,609.00
City of Providence 1R (C-1)		Providence	\$1,000,000.00

Potential projects listed are dependent upon availability of federal funding.

Q & A

Questions and Answers

Every quarter, questions and answers on key topics will be listed here. The goal is to include questions and answers that most DBEs can benefit from.

How does the Mission 360° team work?

The Mission 360° team was selected by RIDOT to become an extension of their Supportive Services program. The highly qualified Mission 360° team understands what is required to work with RIDOT as a DBE. This is a two year mission with specific goals. The team is dedicated to improving the process – when you win, we all win!

How do I schedule a meeting with the Mission 360° team?

The team is eager to meet with DBEs to learn about your business, what challenges you face, and how we can help. Email us anytime at info@mission360.us or call Ruth Ferland at PLEXUS at 401-275-5840 to schedule an appointment.

How do I continue to receive updates from Mission 360°?

We will send quarterly newsletters to you via the U.S. mail and monthly e-newsletters via email. In the future, there will be a Mission 360 website that you can visit anytime to remain up-to-date.

How do I become DBE certified?

Visit the RI Minority Business Enterprise website at: <http://www.mbe.ri.gov/>. Companies interested in applying for this certification may complete the Minority and Disadvantaged Business Enterprise Application located at: <http://www.mbe.ri.gov/pdffiles/UniformCertificationApplication1.pdf>. For more information contact Charles Newton at MBECO at 401-574-8670 or via email at CNewton@gw.doa.state.ri.us.

How do I build relationships with Primes?

The first step to building relationships with Primes is to make sure you have marketing materials for your company including a business card and sales sheet that explains who you are, what you do, and how you can help them with current and existing contracts. In future newsletters, we'll also tell you which Primes are on the lookout for DBEs that they can partner with.

What is the best way to hear about contracts and RIDOT opportunities?

To proactively stay aware of new contracts, be sure to visit the websites listed in the One Stop Resource section on page 3 of this newsletter. The Mission 360° team will do its best to keep you updated via newsletters, websites, and other means of communication.

Have questions? Email the team at info@mission360.us

Meet your team and get details on the comprehensive support
and services now available to help you grow your business
and increase your participation in RIDOT projects.
We're glad you accepted this mission.

MISSION 360° Your first BRIEFING



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